1990-91
ANNUAL
REPORT

ALBERTA DAIRY CONTROL BOARD

92-00775/

ANNUAL REPORT

of the

ALBERTA DAIRY CONTROL BOARD

for the fiscal year

ending March 31, 1991

Chairman's Message

I am pleased to report on the activities of the Alberta Dairy Control Board during the fiscal year ending March 31, 1991.

I extend my appreciation to our dedicated and hard-working Board members. Our Board is committed to providing the best possible leadership to the Alberta dairy industry, leadership that will encourage market responsiveness while returning the highest possible returns to the farm gate. With a continued atmosphere of industry and government cooperation and with an open dialogue between all stakeholders, the dairy industry will be stronger in the decade ahead.

The Dairy Board will continue to pursue policies that focus on market realities over the long-term. Demand for low-fat dairy products continues to increase, resulting in a smaller dairy industry. However, in spite of shrinking butterfat markets, excellent marketing opportunities still exist for new and innovative low-fat milk and milk products. Strong demand for low-fat milk and light dairy products will ensure the continued strength of the dairy industry throughout the 1990's and beyond.

The three percent reduction in market share quota effective August 1, 1990, was a direct result of shrinking butterfat markets and was necessary to match production with the national domestic requirements. Additional quota reductions are expected and will flow directly to the farm gate as consumers shift to a lower-fat diet.

The Dairy Control Board implemented several changes during the 1990-91 year aimed at making the industry more market responsive. They include the cascading milk allocation and pricing system that encourages the highest possible value-added returns from the limited milk supply, the elimination of restrictive milk distribution licences, the removal of labelling restrictions on milk containers and the Dairy Board approval of new product and container sizes as requested by industry.

The Board is dedicated to creating an atmosphere of competition for high-quality dairy products within the constraints and disciplines of a supply managed dairy industry.

I would like to take this opportunity to express my sincere appreciation to members of the Policy Committee, Alberta Milk Producers' Society, Alberta Dairymen's Association, Alberta Agriculture staff, producers and processors for their invaluable input and assistance to the Alberta Dairy Control Board in fulfilling the legislated mandate. I would also like to acknowledge the effort of the Honourable Ernie Isley, Minister of Agriculture, who has worked closely with the Board to provide government support for a strong and competitive dairy industry.

I have every confidence that producers, processors, consumers, agri-business and government will work together to meet the challenges before us.

James P. Heron, Chairman
Alberta Dairy Control Board

ALBERTA DAIRY CONTROL BOARD

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Authority and Mandate

The Alberta Dairy Control Board is a Crown corporation, operating under the authority of the Dairy Board Act.

The purpose of the Alberta Dairy Control Board is to control and regulate the sale of milk in Alberta. The Board's responsibilities cross all three sectors of the industry: fluid milk, industrial milk and cream.

The Board's membership consists of two active dairy producers, a former processor, a consumer representative and a full-time chairman. The chairman reports directly to the Minister of Agriculture. The Board employs ten full-time staff members to administer dairy policy within Alberta.

The Alberta Dairy Control Board is one of the signatories to the Comprehensive Milk Marketing Plan (the National Milk Marketing Plan governing the production of industrial milk in Canada). The Board has accepted the responsibility of administering market share quota, collecting the appropriate levies and remitting them on behalf of Alberta producers. Jim Heron, Chairman, represented Alberta on the Canadian Milk Supply Management Committee, responsible for balancing milk production with domestic and export demand.

Dairy policies are developed to provide efficient producers and processors of milk and cream an opportunity to obtain a fair return for their labor and investment. Dairy policies also provide consumers of dairy products with a continuous supply of high-quality dairy products at reasonable prices.

The Board is responsible for the establishment of the producer price for milk in all classes, with the exception of class I. By authority of the Dairy Board Act, the Public Utilities Board maintains the responsibility to establish the price for class I milk.

ALBERTA DAIRY CONTROL BOARD

BOARD MEMBERS

James P. Heron (Chairman)	----- Spruce Grove
Lucille Dougherty	----- High River
Thor Andreassen	----- Stony Plain
James Hunter	----- Medicine Hat
Terry Murray	----- Wainwright
Lloyd Johnston (Secretary-Manager)	----- Wetaskiwin

BOARD STAFF

Brian Allen (Inspector)	----- Airdrie
Robin Laderoute (Accountant)	----- Wetaskiwin
Michelle Weiss (Market Share Clerk)	----- Wetaskiwin
Dianne Savage (Secretary)	----- Airdrie
Linda Drennan (Secretary)	----- Wetaskiwin
Debbie Thompson (Secretary)	----- Wetaskiwin
Marj Loov (Secretary)	----- Wetaskiwin
Denice Monaghan (Secretary)	----- Wetaskiwin

Report on Operations

The dairy industry responded to minor changes in consumption and production during the 1990-91 year. Fluid milk and cream sales increased a total of 1.2 percent. Milk sales increased 1.1 percent and cream sales increased 4.1 percent.

Low-fat milk (skim, 1% and 2%) represented 75.3 percent of total milk sales, which is an increase of 2.2 percent over the previous period.

The number of producers continued a long-term decline. As of March 31, 1991, there were 1,402 milk producers and 396 cream shippers in the province. This represents a 2.78 percent decline in milk producers and a 16.3 percent decline in cream producers. Despite the decline in the number of milk producers, milk production increased 2.4 percent. Cream deliveries declined 18 percent over the previous period.

Final allotments of the Graduated Entry Program were issued. A total of 1,106 industrial milk and cream producers have been integrated into the fluid milk sector since the inception of the program.

Over-quota levies that were collected but not required to meet Canadian Dairy Commission obligations were returned to producers of milk and cream on their over-quota deliveries of up to 104.36 percent of market share quota.

Milk utilized for industrial purposes totalled approximately 53 percent; milk used for fluid purposes came to 47 percent of total provincial production.

During 1990-91, three processing plants were closed: the Northern Alberta Dairy Pool (N.A.D.P.), Evansburg; Stadnick Dairy Farms Ltd., Tofield; and the Central Alberta Dairy Pool, (C.A.D.P.) Faith Farms, Wetaskiwin. Fluid processing at Camrose was transferred to Wetaskiwin. Changes in ownership of dairy processing plants also occurred during 1990-91. Palm Dairies Limited sold its Alberta processing plants and related assets. N.A.D.P. bought the Edmonton plant and Beatrice Foods Ltd. acquired the Calgary and Lethbridge operations, operating as Palm Dairies Inc. Later in the year, Stadnick Dairy Farms Ltd. ceased milk processing and became associated with Palm Dairies Inc.

The Board operated the fluid milk equalization pool for Alberta producers for the fifteenth year. Producer returns for fluid milk increased to 54.01 per hectolitre. The cascading milk allocation and price system was implemented during the year resulting in an overall price increase to producers.

Effective August 1, 1990, the Board operated three Quota Exchanges: fluid, unused and used Market Share Quota. The exchanges allowed producers to balance quota allocations with expected production. Fluid quota policy change by the Board permitted free movement of fluid quota throughout Alberta.

Funding to the participants on the Dairy Cost Study was provided by the Dairy Control Board. The cost study provided the Public Utilities Board and extension agents with valuable information during the year.

The Board and its staff enjoyed the cooperation from all sectors of the dairy industry, agri-business and government throughout the year. It is noteworthy that the Dairy Board collected assessments and, as agreed, turned these funds over to the Dairy Nutrition Council of Alberta and the Milk Producers' Promotion Board for their specific operations.

The Dairy Board assessments and management fees remained at the rate established in 1975.

The Lethbridge office was closed during 1990 with Maria Siegl (Secretary) being placed with Alberta Agriculture in Lethbridge. Emma Elliott retired after serving the Alberta Government for 35 years.

The staff of the Alberta Dairy Control Board continued to provide dedicated service to the industry, agri-business and government. Implementation of regulations and Dairy Board policy was successfully completed during the year.

L.G. Johnston, Secretary-Manager

ALBERTA LEGISLATURE

OFFICE OF THE AUDITOR GENERAL

AUDITOR'S REPORT

To the Members of the
Alberta Dairy Control Board

I have audited the balance sheet of the Alberta Dairy Control Board as at March 31, 1991 and the statement of revenue, expenditure and retained earnings for the year then ended. These financial statements are the responsibility of the Board's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the Board as at March 31, 1991 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles.

Donald D. Salmon
FCA
Auditor General

Edmonton, Alberta
September 13, 1991

ALBERTA DAIRY CONTROL BOARD

BALANCE SHEET

AS AT MARCH 31, 1991

	1991	1990
ASSETS		
Operating:		
Current:		
Cash	$1,300,903	$1,218,475
Due from processors and producers (Note 3)	565,892	469,299
Prepaid expenses	753	-
	1,867,548	1,687,774
Capital assets (Note 4)	33,438	-
Trust: (Note 5)		
Cash	345,287	858,488
Due from processors and producers (Note 3)	1,243,366	1,089,096
	1,588,653	1,947,584
	$3,489,639	$3,635,358
LIABILITIES AND RETAINED EARNINGS		
Operating:		
Due to processors and producers (Note 6)	$ 825,470	$ 667,310
Due to Province of Alberta	67,858	55,378
	893,328	722,688
Retained earnings	993,338	965,086
Quota exchange reserve (Note 7)	14,320	-
	1,900,986	1,687,774
Trust liabilities (Note 5)	1,588,653	1,947,584
	$3,489,639	$3,635,358

The accompanying notes are part of these financial statements.

ALBERTA DAIRY CONTROL BOARD

STATEMENT OF REVENUE, EXPENDITURE AND RETAINED EARNINGS

FOR THE YEAR ENDED MARCH 31, 1991

	1991	1990
REVENUE		
Assessments:		
Fluid milk quota	$279,567	$276,980
Market share quota	232,047	225,137
Quota exchange transfers	14,320	-
Service charges	1,932	7,698
	527,866	509,815
EXPENDITURE		
Administration: (Note 8)		
Salaries and employee benefits	333,565	311,924
Travel	58,176	39,510
Data processing	26,045	20,214
General office	22,143	22,050
Board fees	10,485	8,032
Amortization	724	-
	451,138	401,730
Grants	34,156	31,776
Data processing equipment and software	-	5,000
	485,294	438,506
Excess of revenue over expenditure for the year	42,572	71,309
Appropriation to quota exchange reserve	14,320	-
	28,252	71,309
Retained earnings at beginning of year	965,086	893,777
Retained earnings at end of year	$993,338	$965,086

ALBERTA DAIRY CONTROL BOARD

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 1991

Note 1 Authority

The Alberta Dairy Control Board operates under the authority of the Dairy Board Act, Chapter D-1, Revised Statutes of Alberta 1980, as amended.

Note 2 Accounting Policies

Amortization

Capital assets are amortized on a straight-line basis at the following annual rates:

Office furniture and equipment	3 years
Software	5 years

Changes in Financial Position

A statement of changes in financial position is not provided as disclosure in these financial statements is considered to be adequate.

Note 3 Due from Processors and Producers

Amounts due from processors and producers consist of the following:

	1991	1990
Operating:		
Price equalization	$ 503,895	$ 417,652
Fluid milk quota assessments	23,824	25,157
Market share quota assessments	18,667	19,349
Other	19,506	7,141
	$ 565,892	$ 469,299
Trust:		
Canadian Dairy Commission	$ 921,090	$ 792,474
Alberta Milk Producers Society	297,576	276,512
Dairy Nutrition Council of Alberta	24,700	20,110
	$1,243,366	$1,089,096

Note 4 Capital Assets

	Cost	Accumulated Amortization	Net
Office furniture and equipment	$ 4,347	$724	$3,623
Software development	29,815	-	29,815
	$34,162	$724	$33,438

Note 5 Trust

Under the National Milk Marketing Plan, the Board collects levies from processors on behalf of producers and forwards the levies to the Canadian Dairy Commission (CDC). A portion of the levies collected can be refunded to producers under certain conditions.

The Board has an agreement to collect levies for milk promotion and education on behalf of the Dairy Nutrition Council of Alberta (DNCA) and the Alberta Milk Producers Society (AMPS).

	CDC	AMPS	DNCA	Total
Trust liabilities at beginning of year	$ 1,650,002	$ 277,406	$ 20,176	$ 1,947,584
Add: 1990-91 levies received	14,590,222	3,229,119	224,695	18,044,036
Levies receivable	921,090	297,576	24.00	1,243,366
	17,161,314	3,804,101	269,571	21,234,986
Less: Levies paid out	15,895,035	3,506,525	244,773	19,646,333
Trust liabilities at end of year	$ 1,266,279	$ 297,576	$ 24,798	$ 1,588,653

Note 6 Due to Processors and Producers

Amounts due to processors and producers consist of the following:

	1991	1990
Operating:		
Price equalization	$537,390	$437,978
Quota exchange	284,230	227,276
Other	3,850	2,056
	$825,470	$667,310

Note 7 Quota Exchange Reserve

The Quota Exchange Reserve represents surpluses occurring on transfers of quotas and will be used to cover any future transaction deficiencies.

Note 8 Administration Costs

Accommodation, office furniture, certain office equipment and certain administrative service costs are borne by the General Revenue Fund and are not reflected in these financial statements. In addition, 25% of all other administration costs of $602,483 (1990 $535,640) and software development of $39,753 (1990 nil) are borne by the General Revenue Fund and are also not reflected in these financial statements.

Note 9 Interest on Cash Deposits and Licence Fee Income

Interest from cash deposits in the Consolidated Cash Investment Trust Fund and licence fee income have been credited directly to the General Revenue Fund of the Province of Alberta.

Note 10 Approval of Financial Statements

These financial statements were approved by management.

TABLE 1

NUMBER OF MILK PROCESSORS AND DISTRIBUTORS

AS AT MARCH 31, 1991

	1991	1990	1989
Number of Processors "B"	28	32	32
Number of Processor/Distributors "B" Class I	13	16	16
Number of Distributor Agents/Depots "C"	63	109	121

TABLE 2

FLUID MILK AND CREAM CONSUMPTION IN LITRES

APRIL 1 TO MARCH 31

	Milk	Cream	Total
1986 - 1987	255,115,053	9,656,615	264,771,668
1987 - 1988	256,961,614	10,089,428	267,051,042
1988 - 1989	256,286,990	10,260,600	266,547,590
1989 - 1990	261,153,952	10,333,930	271,487,882
1990 - 1991	264,046,128	10,759,823	274,805,951

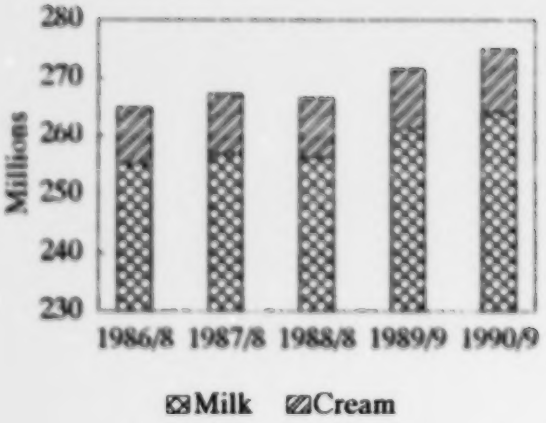

TABLE 3

SALES OF FLUID MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	22,055,785	22,055,785
May	23,172,806	45,228,591
June	22,054,051	67,282,642
July	21,169,646	88,452,288
August	22,620,533	111,072,821
September	21,642,495	132,715,316
October	24,444,334	157,159,650
November	24,804,797	181,964,447
December	23,729,486	205,693,933
January	24,260,943	229,954,876
February	21,595,905	251,550,781
March	23,255,170	274,805,951

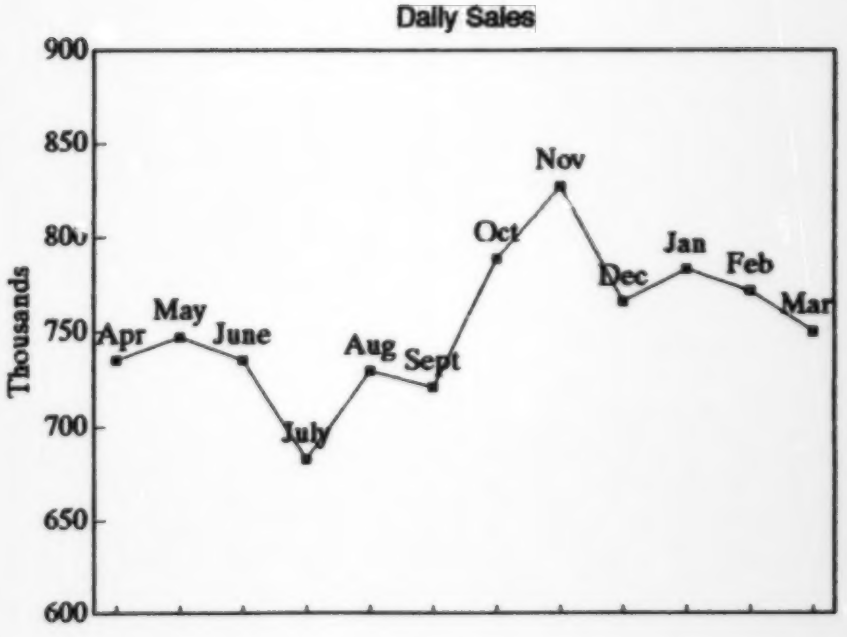

TABLE 4

SALES OF HOMO MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	3,847,460	3,847,460
May	3,998,776	7,846,236
June	3,777,054	11,623,290
July	3,738,205	15,361,495
August	3,981,365	19,342,860
September	3,678,927	23,021,787
October	4,078,217	27,100,004
November	4,146,023	31,246,027
December	3,896,774	35,142,801
January	4,115,299	39,258,100
February	3,600,251	42,858,351
March	3,837,360	46,695,711

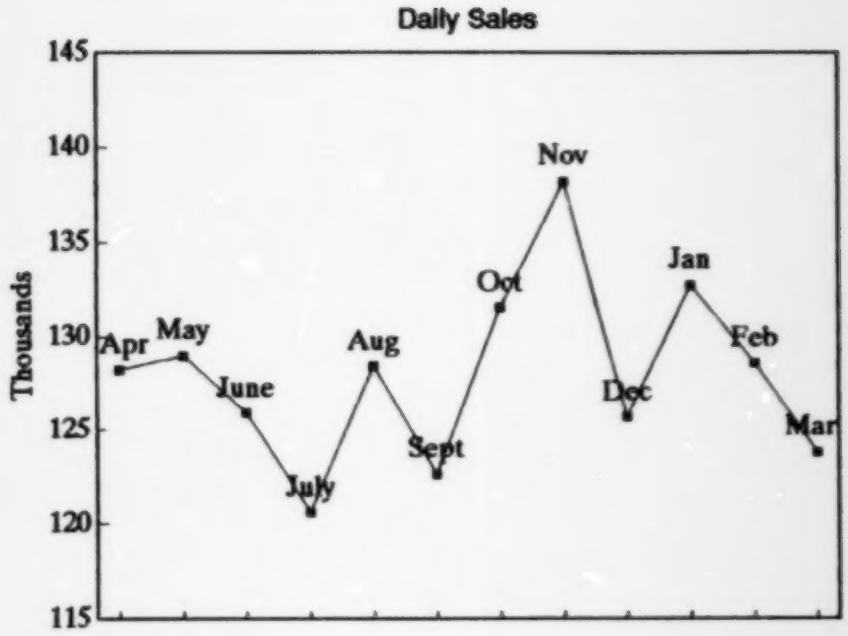

TABLE 5

SALES OF 2% MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	11,156,020	11,156,020
May	11,716,031	22,872,051
June	11,163,539	34,035,590
July	10,728,847	44,764,437
August	11,445,063	56,209,500
September	10,830,791	67,040,291
October	12,183,598	79,223,889
November	12,140,570	91,364,459
December	11,132,982	102,497,441
January	12,160,362	114,657,803
February	10,689,479	125,347,282
March	11,403,213	136,750,495

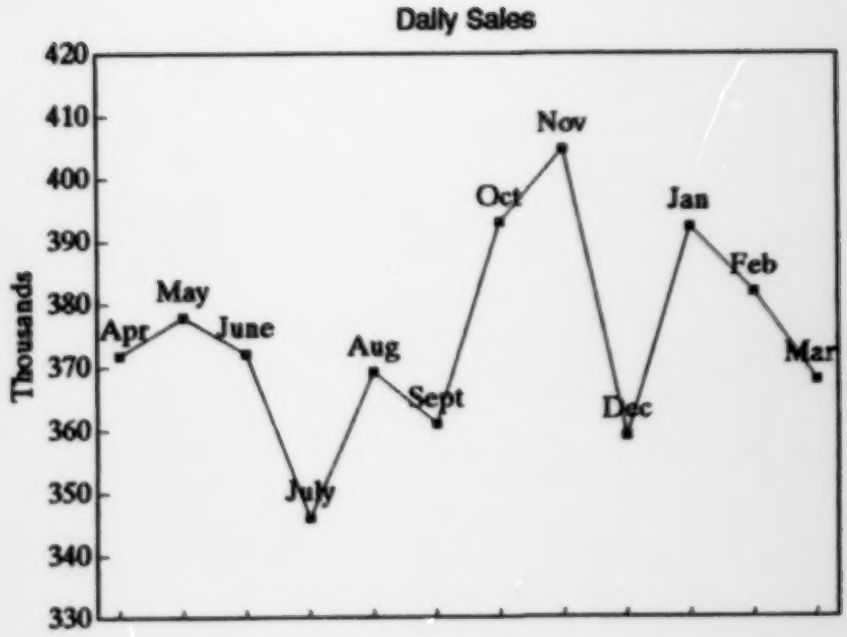

TABLE 6

SALES OF 1% MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	2,875,887	2,875,887
May	3,039,421	5,915,308
June	2,876,188	8,791,496
July	2,670,312	11,461,808
August	2,864,796	14,326,604
September	2,947,801	17,274,405
October	3,339,760	20,614,165
November	3,497,855	24,112,020
December	3,178,907	27,290,927
January	3,544,994	30,835,921
February	3,199,717	34,035,638
March	3,540,178	37,575,816

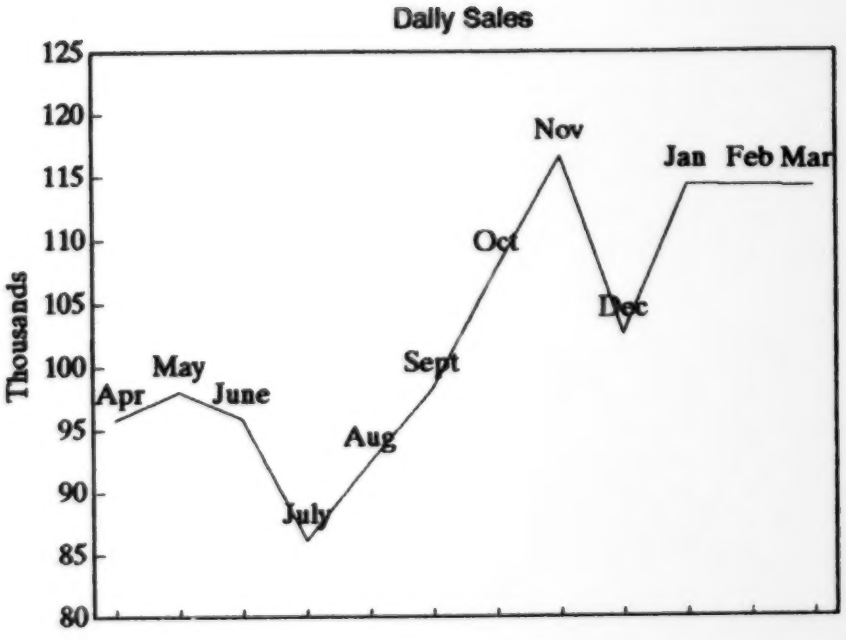

TABLE 7

SALES OF SKIM MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	1,978,747	1,978,747
May	2,084,398	4,063,145
June	1,994,339	6,057,484
July	1,817,791	7,875,275
August	1,942,760	9,818,035
September	1,963,974	11,782,009
October	2,162,271	13,944,280
November	2,201,728	16,146,008
December	1,978,028	18,124,036
January	2,223,957	20,347,993
February	2,007,836	22,355,829
March	2,185,465	24,541,294

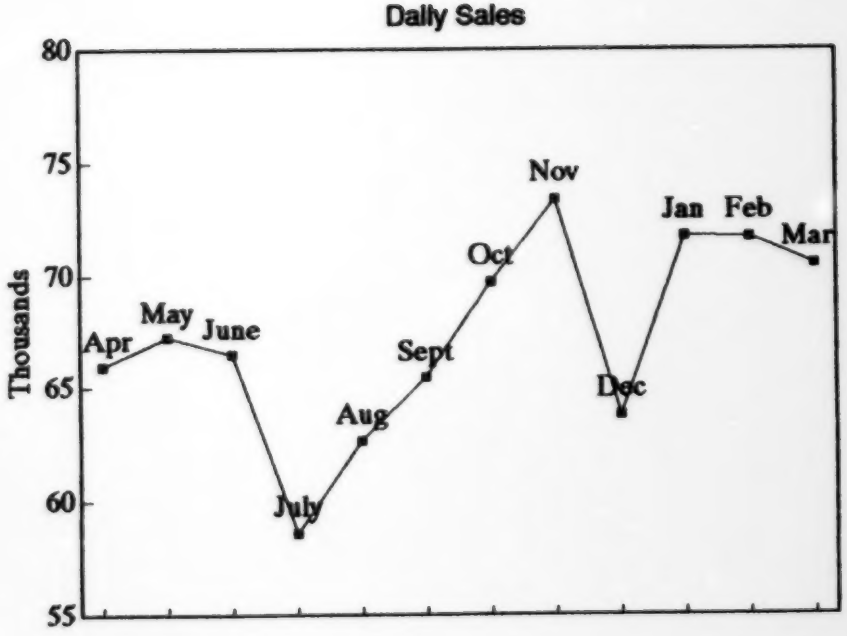

TABLE 8

SALES OF CHOCOLATE MILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	1,184,867	1,184,867
May	1,265,845	2,450,712
June	1,181,886	3,632,598
July	1,169,892	4,802,490
August	1,242,118	6,044,608
September	1,237,757	7,282,365
October	1,430,986	8,713,351
November	1,416,381	10,129,732
December	1,129,559	11,259,291
January	1,271,417	12,530,708
February	1,188,489	13,719,197
March	1,217,564	14,936,761

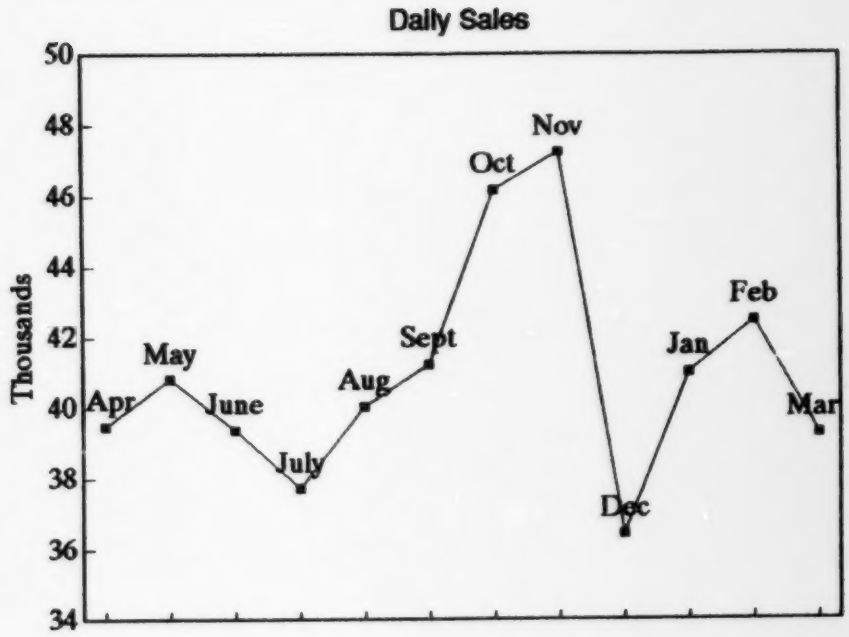

TABLE 9

SALES OF BUTTERMILK IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	149,994	149,994
May	159,804	309,798
June	161,681	471,479
July	169,488	640,967
August	173,280	814,247
September	146,242	960,489
October	175,179	1,135,668
November	149,875	1,285,543
December	116,527	1,402,070
January	137,169	1,539,239
February	137,028	1,676,267
March	153,774	1,830,041

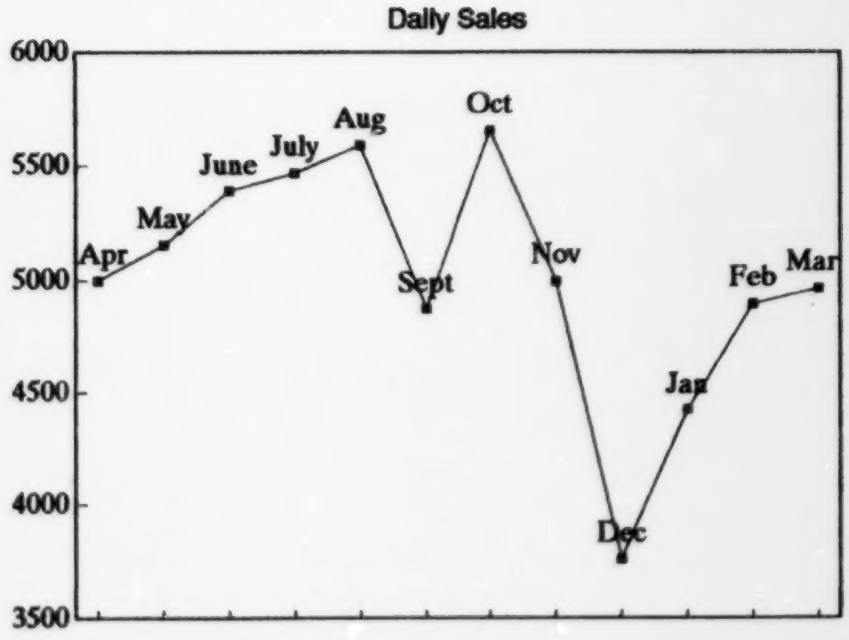

TABLE 10

SALES OF EGG NOG IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	654	654
May	432	1,086
June	564	1,650
July	447	2,097
August	754	2,851
September	405	3,256
October	67,195	70,451
November	340,815	411,266
December	1,307,781	1,719,047
January	(3,740)	1,715,307
February	164	1,715,471
March	539	1,716,010

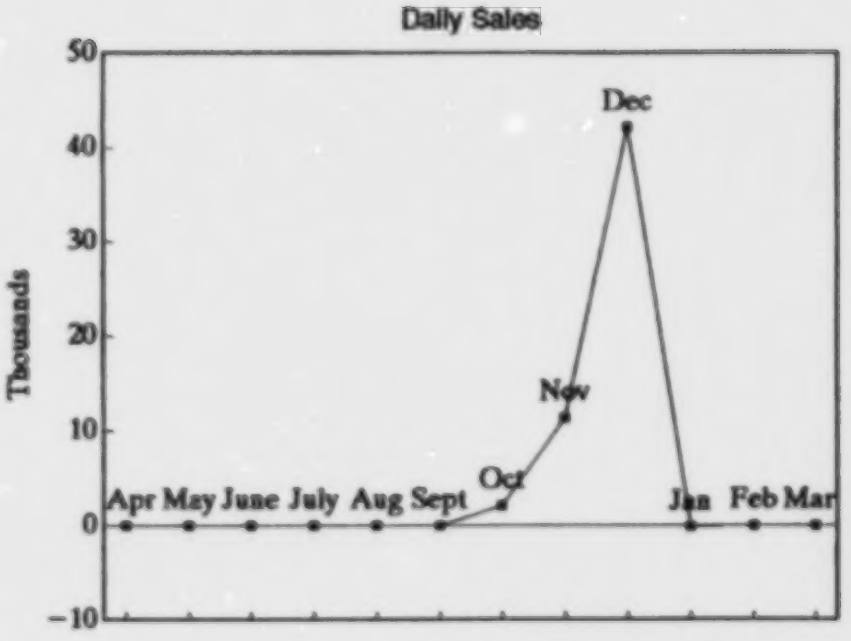

TABLE 11

SALES OF FLUID CREAM IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Monthly	Cumulative
April	862,156	862,156
May	908,099	1,770,255
June	898,800	2,669,055
July	874,664	3,543,719
August	970,397	4,514,116
September	836,598	5,350,714
October	1,007,128	6,357,842
November	911,550	7,269,392
December	988,928	8,258,320
January	811,485	9,069,805
February	772,941	9,842,746
March	917,077	10,759,823

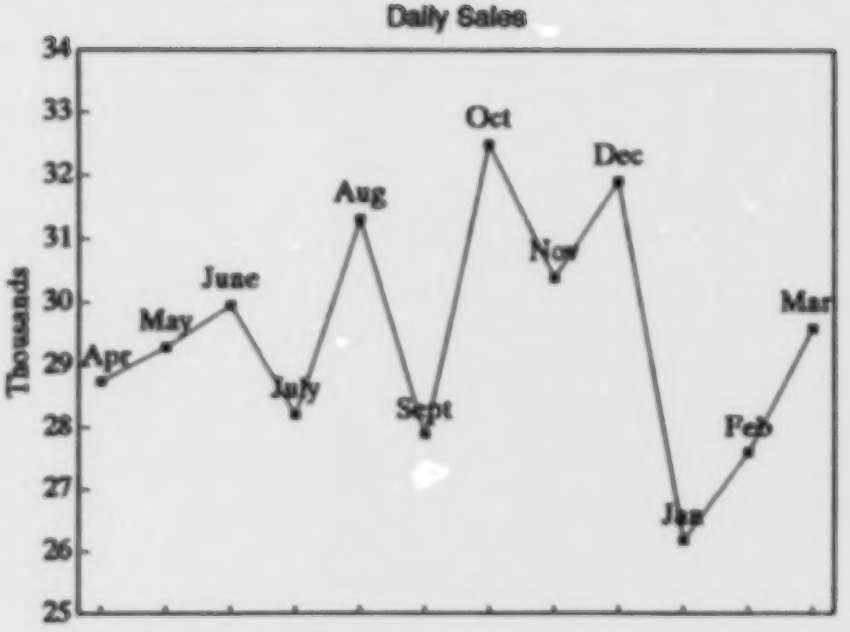

TABLE 12

TOTAL SALES OF MILK AND CREAM IN LITRES BY SIZE OF CONTAINERS

APRIL 1, 1990 TO MARCH 31, 1991

	FLUID MILK PRODUCTS	% OF TOTAL	CREAM	% OF TOTAL	TOTAL ALL PRODUCTS	% OF TOTAL
20 LITRES	8,558,620	3.24	196,000	1.82	8,754,620	3.19
4 LITRES	16,762,816	6.35			16,762,816	6.10
2 LITRES	195,767,840	74.14			195,767,840	71.24
1 LITRE	28,248,288	10.70	3,192,588	29.67	31,440,876	11.44
500 ML	7,053,956	2.67	3,095,975	28.77	10,149,931	3.69
250 & 125 ML	7,654,608	2.90	942,711	8.77	8,597,319	3.13
PORTION CUP			3,332,549	30.97	3,332,549	1.21
TOTAL LITRES	264,046,128	100.00	10,759,823	100.00	274,805,951	100.00

TABLE 13

PERCENTAGE OF SALES BY PRODUCT SIZE

APRIL 1, 1990 TO MARCH 31, 1991

	20 Litres	4 Litres	2 Litres	1 Litre	500 ml	250 & 125 ml	Portion Pak
Homogenized	3.78	8.27	78.47	9.04	0.38	0.06	
2%	3.89	7.82	76.95	7.00	1.75	2.59	
1%	0.55	3.83	88.31	6.56	0.31	0.44	
Skim	0.95	3.10	82.17	12.15		1.63	
Chocolate	6.48		0.03	40.63	29.19	23.67	
Buttermilk	3.42			96.58			
Eggnog			31.59	68.38		0.03	
10% Cream	2.16			23.35	29.39	2.80	42.30
18% Cream	61.61			0.21			38.18
Whip Cream				47.33	27.54	25.13	

TABLE 14

TOTAL FLUID SALES BY PRODUCT IN LITRES

APRIL 1, 1990 TO MARCH 31, 1991

	Sales	% Utilization
Homo	46,695,711	17.0%
2%	136,750,495	49.8%
1%	37,575,816	13.7%
Skim	24,541,294	8.9%
Chocolate	14,936,761	5.4%
Buttermilk	1,830,041	0.7%
Egg Nog	1,716,010	0.6%
	264,046,128	
Cream	10,759,823	3.9%
Total	274,805,951	

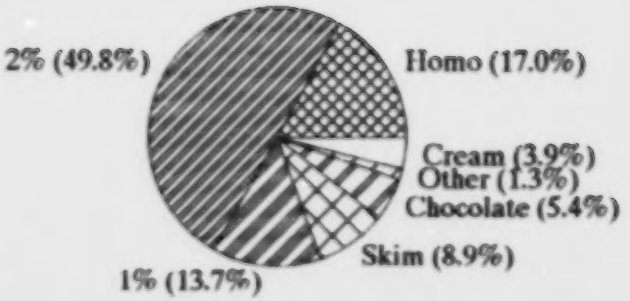

TABLE 15

CLASS I SALES, UTILIZATION PERCENTAGE OF QUOTA MILK

APRIL 1 TO MARCH 31

	Class I Sales 1990 - 1991	% Utilization
April	21,442,899	74.03
May	22,617,461	75.51
June	21,524,081	74.19
July	20,740,349	69.31
August	22,066,462	73.39
September	20,926,483	71.84
October	23,908,286	79.39
November	24,148,783	82.84
December	22,562,511	74.92
January	23,255,917	77.23
February	20,698,845	76.03
March	23,723,564	78.80
Total	267,615,641	75.62

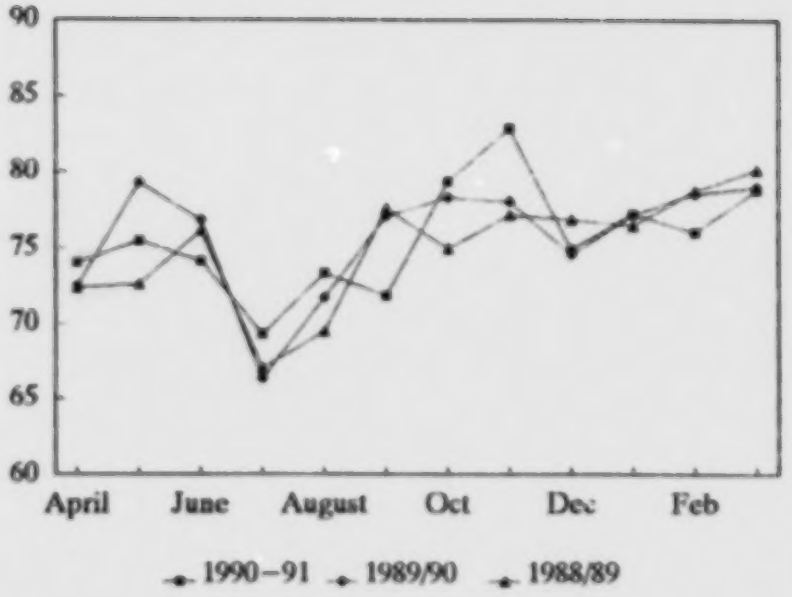

TABLE 16

UTILIZATION OF QUALIFYING MILK BY CLASS

APRIL 1, 1990 TO MARCH 31, 1991

	Litres	Percentage
Class I	267,615,641	45.5%
Class II	60,772,130	10.3%
Class IIIA	53,608,511	9.1%
Class IIIB	73,128,243	12.4%
Class IIIC	132,657,840	22.6%
Class IV	0	0.0%

TABLE 17

MILK AND CREAM PRODUCERS AND PRODUCTION

APRIL 1 TO MARCH 31

	1990-1991	1989-1990
Number of Milk Producers	1,402	1,442
Number of Cream Producers	396	473
Milk Production (litres)	587,723,655	573,805,365
Cream Production (kilograms)	367,679	448,035

The average daily shipment per milk producer was 1,149 litres in 1990-1991

TABLE 18

GRADUATED ENTRY PLAN STATISTICS

	1990	1989	1988	1987	1986	1985
Applications Received	0	0	0	0	58	56
Applications Accepted	0	0	0	176	0	0
Total Applications Accepted Since January 1, 1975	1,106	1,106	1,106	1,106	930	930
Initial Allotment - Litres	0	0	0	8,785	0	
2nd year daily allotment - Litres	0	0	8,400	0	0	
3rd year daily allotment - Litres	0	8,230	0	0	0	
4th year daily allotment - Litres	7,365	0	0	0	0	
Total Litres to Date	344,300	336,935	328,705	320,305	311,520	311,!

TABLE 19

UNUSED MARKET SHARE QUOTA EXCHANGE

	1990-91		1989-90		1988-89		1987-88	
	$/KG	KG SOLD	$/KG	KG SOLD	$/KG	KG SOLD	$/KG	KG SOLD
October	11.00	5,146	10.00	3,147	15.00	897	15.00	10,208
November	10.00	7,890	9.50	4,124	16.00	7,164	17.00	7,327
December	11.00	16,709	7.50	5,355	15.00	4,593	17.00	13,240
January	13.00	5,508	9.00	9,013	15.00	4,648	17.00	12,908
February	15.00	10,658	10.00	13,479	14.75	19,345	19.00	8,445
March	20.00	7,527	11.00	19,256	15.00	23,009	20.00	19,727
April	22.50	21,532	13.00	18,302	16.00	21,745	21.00	19,399
May	22.50	25,299	13.00	48,349	15.50	35,913	22.00	16,216
June	22.50	32,174	13.00	64,951	14.75	35,289	21.00	16,245
July	22.50	24,552	14.00	36,750	14.00	42,806	20.00	22,852
WEIGHTED AVERAGE	19.31		12.41		14.95		19.37	
TOTAL SOLD		156,995		222,726		195,409		146,567

TABLE 20

USED MARKET SHARE QUOTA EXCHANGE

	1990-91		1989-90		1988-89		1987-88	
	$/KG	KG SOLD	$/KG	KG SOLD	$/KG	KG SOLD	$/KG	KG SOLD
October	8.00	585	6.00	124	12.00	1,000	14.00	1,753
November	3.00	597	5.50	1,691	11.00	1,454	12.00	498
December	5.00	5,729	5.50	1,572	10.00	1,657	12.00	2,939
January	5.00	119	4.00	0	10.00	3,736	10.00	721
February	5.00	537	6.00	1,952	9.00	3,[illegible]	9.00	1,725
March	10.00	1,597	8.00	1,745	8.50	7,353	12.00	5,985
April	12.00	7,604	8.00	10,399	8.50	9,256	14.00	4,876
May	12.00	9,005	10.00	4,533	9.00	12,025	15.00	4,226
June	12.00	8,666	10.50	10,800	9.00	10,566	15.00	1,651
July	15.00	3,062	10.00	15,512	9.00	10,478	15.00	7,220
WEIGHTED AVERAGE	10.76		9.13		9.05		13.45	
TOTAL SOLD		37,501		48,328		60,760		31,594

TABLE 21

MILK PRICES: CLASS I, II, III, QUOTA & OVERQUOTA

1990

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Class I	52.05	53.00	53.03	53.03	53.98	54.01	54.01	54.01	54.01	54.01	54.01	54.01
Class II	42.75	42.75	42.75	42.75	42.75	42.75	42.75	44.24	44.24	44.24	44.24	44.24
Class IIIA	40.95	40.95	40.95	40.95	40.95	40.95	40.95	42.74	42.74	42.74	42.74	42.74
IIIB	40.95	40.95	40.95	40.95	40.95	40.95	40.95	42.19	42.19	42.19	42.19	42.19
IIIC	40.95	40.95	40.95	40.95	40.95	40.95	40.95	42.09	42.09	42.09	42.09	42.09
Quota	49.55	50.47	50.52	49.93	50.84	50.68	50.07	50.95	50.78	51.69	51.98	51.14
Overquota	41.26	41.27	41.22	41.24	41.24	41.22	41.25	42.51	42.67	42.76	42.55	42.65

1989

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Class I	51.07	51.07	51.07	52.05	52.05	52.05	52.05	52.84	53.03	53.03	52.12	52.05
Class II	42.36	42.36	42.36	42.36	42.36	42.36	42.36	42.75	42.75	42.75	42.75	42.75
Class IIIA	40.56	40.56	40.56	40.56	40.56	40.56	40.56	40.95	40.95	40.95	40.95	40.95
Class IIIB	40.56	40.56	40.56	40.56	40.56	40.56	40.56	40.95	40.95	40.95	40.95	40.95
Class IIIC	40.56	40.56	40.56	40.56	40.56	40.56	40.56	40.95	40.95	40.95	40.95	40.95
Quota	48.62	48.86	48.94	48.98	49.61	49.41	48.23	49.52	50.32	50.46	49.73	49.24
Overquota	40.86	40.85	40.74	40.96	40.65	40.83	40.85	41.24	41.28	41.30	41.32	41.25